

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA IMMEDIATE

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EXDIS

E.O. 11652: N/A

TAGS: MASS, PFOR, CG

SUBJECT: ZAIRE DEBT ON COMMERCIALLY PROCURED RADIOS

REF: A. KINSHASA 2873 B.STATE 080399

1. REFTEL CITES URGENT GOZ NEED FOR ADDITIONAL COMMUNICATIONS EQUIPMENT, INCLUDING 150 AN/PRC-77 RADIOS. WE HAVE BEEN ADVISED THAT ASSOCIATED INDUSTRIES OF NORTH HOLLYWOOD, CALIF. HAS 200 PRC-77 RADIOS READY FOR IMMEDIATE SHIPMENT TO ZAIRE UNDER LONG-STANDING ORDER. HOWEVER, SHIPMENT IS CONTINGENT ON PAYMENT.

2. AS BACKGROUND, ASSOCIATED INDUSTRIES CONTACTED STATE AND DEFENSE THROUGH INTERMEDIARY OF CONGRESSMAN KORMAN (D-CALIF) AND SHOWED DEFENSE COPY OF 1974 CONTRACT (AMENDED IN 1975) SIGNED BY GOZ FOR 600 PRC-77, 50 GRC-106A, 300 VRC-64 AND 50 RB 25 AMPLIFIERS PLUS SPARES. ASSOCIATED INDUSTRIES HAS INVOICES SHOWING DELIVERY TO ZAIRE OF 100 VRC-64 (INCLUDES 100 PRC-77) ANOTHER 50 PRC-77 AND 33 GRC-106A MILITARY RADIOS PLUS SPARES.
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DELIVERIES TOTAL \$809,935; BUT TO DATE ASSOCIATED INDUSTRIES HAS RECEIVED ONLY \$400,000 IN PAYMENT.

3. ASSOCIATED INDUSTRIES OBVIOUSLY WANTS TO COLLECT \$409,953 FOR RADIOS ALREADY DELIVERED AND WOULD LIKE TO SHIP REMAINING COMMUNICATIONS EQUIPMENT AND SPARES CONTRACTED FOR AND STILL TO BE DELIVERED. TOTAL

REMAINING EQUIPMENT COSTS APPROX \$1.4 MILLION EXCLUDING TRANSPORTATION. OF PARTICULAR RELEVANCE TO CURRENT SITUATION ASSOCIATED INDUSTRIES CAN OFFER FOR IMMEDIATE SHIPMENT 200 PRC-77, 17 GRC-106A AND 50 RB 25 AMPLIFIERS PLUS SPARES WITH BALANCE OF EQUIPMENT ON 1974 CONTRACT AVAILABLE FOR SHIPMENT WITHIN 90 DAYS TO 120 DAYS.

4. SINCE RADIOS QUALIFY AS DEFENSE ARTICLES AND WE ALREADY HAVE INTRAGENCY APPROVAL TO USE TRANSITIONAL (T) QUARTER FMS CREDIT FOR COMMUNICATIONS EQUIPMENT, WOULD GOZ BE INTERESTED IN FINANCING UNPAID FOR PORTION OF EARLIER DELIVERY AND DELIVERY OF ADDITIONAL RADIOS WITH T QUARTER CREDIT. USE OF FMS CREDIT WOULD PERMIT TIMELY DELIVERY OF ONE OF GOZ'S PRESSING NEEDS (RADIOS) AND WOULD ALLEVIATE NEED TO INITIATE SEPARATE ORDER FOR 150 RADIOS CITED REFTEL.

5. PLEASE ADVISE

6. ASSUMING GOZ WISHES TO USE T QUARTER CREDIT FOR HIGH PRIORITY RADIOS, AFTER GOZ NOTIFIES USG THROUGH EMBASSY KINSHASA GOZ SHOULD INSTRUCT WASHINGTON EMBASSY OFFICIAL TO SIGN NECESSARY PAPERWORK FOR (A) PAYMENT OF \$409,953 FOR DELIVERED RADIOS AND (B) PAYMENT FOR ANY ADDITIONAL RADIOS AND AMPLIFIERS DESIRED NOW. GOZ SHOULD WORK DIRECTLY WITH ASSOCIATED INDUSTRIES FOR DETAILS ON COST OF ADDITIONAL COMMUNICATION EQUIPMENT REQUIRED IMMEDIATELY. WE UNDERSTAND ITEMS LISTED ABOVE AS AVAILABLE LIMITED OFFICIAL USE

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FOR IMMEDIATE DELIVERY WOULD COST APPROX \$650 EXCLUDING TRANSPORTATION.

7. ASSOCIATED INDUSTRIES HAS DISCUSSED PAYMENT PROBLEM AND AVAILABILITY OF ADDITIONAL RADIOS FOR DELIVERY WITH ZAIRIAN EMBASSY.

8. ON RECHECKING FIGURES, DOLLARS 1,059,000 LISTED IN REFTEL B FOR 150 AN/PRC-77 RADIOS WRONG. FIGURE REPRESENTS DOLLARS 409,953 FOR RADIOS ALREADY DELIVERED PLUS DOLLARS 650,000 FOR ITEMS LISTED IN PARA. 3 ABOVE AS BEING IMMEDIATELY AVAILABLE FOR DELIVERY UNDER CONTRACT. IF GOZ WERE TO REQUEST ONLY 150 OF RADIOS ON ORDER (AND ASSOCIATED

INDUSTRIES AGREED TO DELIVER) SUM OWED WOULD OBVIOUSLY BE LESS.
VANCE

NOTE BY OC/T: EXDIS CAPTION ADDED PER S/S-O, MR. SHANKLE.

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